Message Text

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INFO OCT-01 EUR-12 EA-10 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 TRSE-00 XMB-02 IO-13 STR-07 OMB-01 AID-05 STRE-00 /074 W

R 150819Z AUG 78 FM AMEMBASSY TOKYO TO SECSTATE WASHDC 0383 INFO AMEMBASSY ATHENS AMEMBASSY BANGKOK AMEMBASSY LONDON AMEMBASSY RANGOON

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E.O. 11652: N/A TAGS: EAIR, JA

SUBJECT: JAPANESE PLANS TO BUY AND LEASE AIRCRAFT

REF: (A) TOKYO 11632, (B) TOKYO 9378

- 1. EMBOFF WAS TOLD BY MITI OFFICIAL THAT BRITISH AIRWAYS REQUEST TO LEASE A BOEING 747 FROM A JAPANESE LEASING COMPANY IS ALL BUT FINAL. MITI AND JCAB HAVE APPROVED THE PLAN AND APPLICATIONS FOR FOREIGN CURRENCY FINANCING FROM THE JAPAN EXPORT-IMPORT BANK UNDER THE SO-CALLED EMERGENCY IMPORT PROGRAM HAVE BEEN SUBMITTED TO THE BANK.
- 2. THE PURCHASE OF THE AIRCRAFT FOR BRITISH AIRWAYS WILL BE FINANCED BY A 6 PERCENT JAPANESE EX-IM DOLLAR LOAN, REPAYABLE OVER 10 YEARS. THE AIRLINE WILL LEASE AT COST PLUS 8.25 PERCENT WHICH IS TO INCLUDE DEBT SERVICE CHARGES AND INSURANCE.

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3. THE MITI OFFICIAL ALSO SAID THAT BRITISH AIRWAYS IS NEGOTIATING ANOTHER LEASE FOR A SECOND B-747 UNDER THE SAME TERMS. IN ADDITION, HE SAID THERE WAS A "HIGH PROBABILITY" THAT THAI INTERNATIONAL WILL LEASE TWO A300'S; A "GOOD POSSIBILITY" THAT BURMA AIRWAYS WILL WANT A USED B-707; AND A "50-50" CHANCE THAT OLYMPIC AIRWAYS WILL ALSO OBTAIN TWO A300'S UNDER THE

LEASING PROGRAM. OVER 200 AIRLINES HAVE BEEN APPROACHED, HE NOTED, BUT ONLY THE FOREGOING PROSPECTS ARE CONSIDERED PROMISING.

4. EMBOFFS WERE TOLD BY FLYING TIGERS' AIRLINE REPRE-SENTATIVES THAT THEY ARE IN PRELIMINARY STAGES OF EXPLORING POSSIBILITIES OF LEASING UNDER TERMS SIMILAR TO THOSE OUTLINED ABOVE, THE BOEING 747-200F'S ON WHICH THEY HOLD OPTIONS FOR DELIVERY IN OCTOBER-NOVEMBER 1979. ALTHOUGH ONLY AT STAGE OF SELECTING AGENT FROM AMONG MANY EAGER CANDIDATES TO HANDLE LEASE NEGOTIATIONS. THEY HAVE ALREADY UNCOVERED SEVERAL POTENTIAL PROBLEMS, INCLUD-ING REQUIREMENT THAT THEY MUST HAVE TITLE FOR U.S. REGISTRATION. THEY SAID THEY MUST SETTLE FINANCING QUESTIONS BY END OF SEPTEMBER IN ORDER TO PICK UP OPTION ON THE AIRCRAFT. THEY SAID ALTERNATIVE WOULD BE SOME-WHAT HIGHER COST, LONGER-TERM U.S. FINANCING, AND THAT IF SATISFACTORY FINANCING COULD NOT BE ACHIEVED, ANOTHER ALTERNATIVE WOULD BE THE PURCHASE OF USED AIRCRAFT FROM SINGAPORE AIRLINES. MANSFIELD

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